



SECURITE

Quick Heal

Earnings Presentation: Q3 FY24

24th January 2024



Cyber Security Trends



Large Attack Threat Surface:
Due to constant technology
innovation and digital adoption



Attacks growing in numbers
and intensity, one attack
every 39 seconds



Geopolitical situation and
many other factors fuelling
Cybersecurity risks



10.5 Trillion \$ losses by
2025



Cybersecurity Risk
Management a
mainstream process



Cyber Security product
market deeply
fragmented



225 Billion \$ (130 Billion \$
in product) by 2025
Cybersecurity Industry



Cyber Security talent
gap is a big
challenge



Our Purpose:
Innovate to “simplify” securing digital experience.

Innovate



*Focus on grassroots research
and adoption of new tech*

Simplify



*Ease of manageability &
operations for the end
customers*

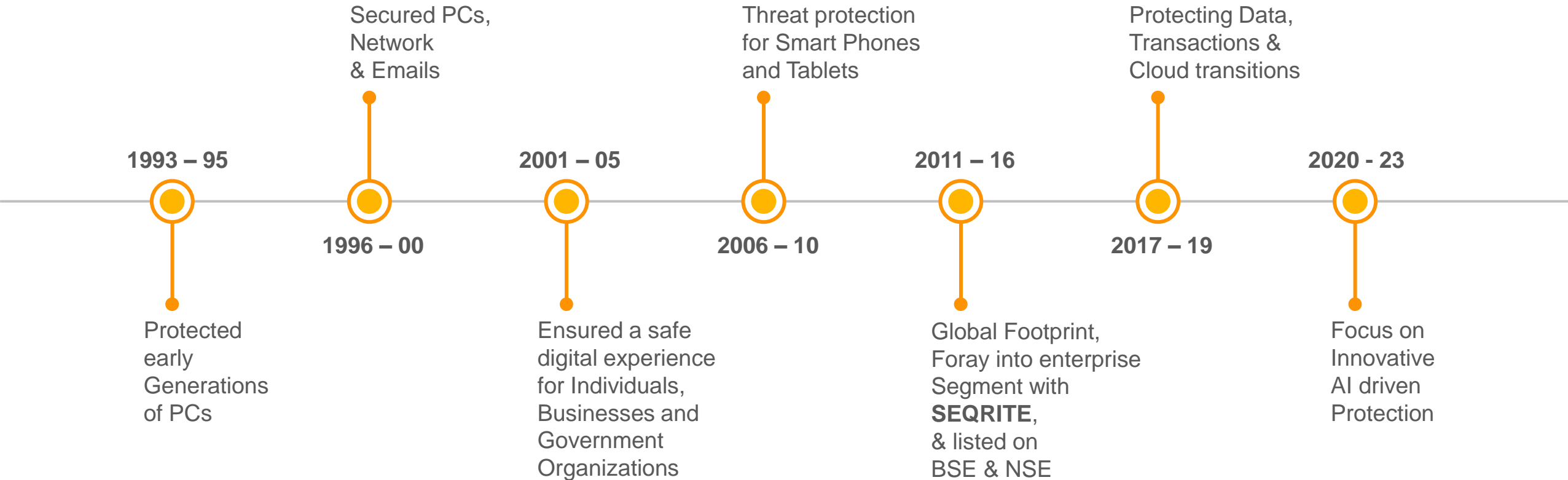
Secure



*Getting the Job Done:
Staying one step ahead of
the threat actors to protect
our customers*



Our History





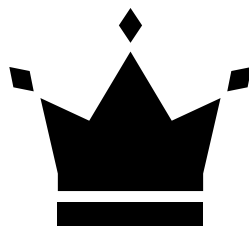
This is Us!



Pioneer of
cybersecurity
company in India



1st Listed
Cybersecurity
company in India



Market Leader
in India



Proud Owners of
Seqrite Lab: Largest
in the country



Protecting 9 Mn
Active Devices



Patents



Prescence in 75+
countries



1000+ Cybersecurity
Professionals



Proud Partners

NIST

Collaborators
with US body



Founded By the Visionaries



DR. KAILASH KATKAR
MANAGING DIRECTOR

A Visionary Founder and Leader, a Born Entrepreneur, and an Exemplary Trailblazer, *he has transformed Quick Heal into a beacon of success and innovation in the Cybersecurity industry. His business acumen has consistently driven remarkable financial performance, customer satisfaction, market leadership making Quick Heal & SEQRITE the preferred choice for customers globally.*



DR. SANJAY KATKAR
JOINT MANAGING DIRECTOR

Dr. Sanjay Katkar: Co-Founder of Quick Heal Technologies Limited, Joint Force, and Technology Powerhouse *behind the company's journey. An unmatched Cybertech Mastermind, who is relentlessly shaping the company's global technology strategy and driving core research and development while pursuing product innovation to fortify cyber security.*



Led by the Industry Experts



MR. VISHAL SALVI
CHIEF EXECUTIVE OFFICER

A Prominent Global Leader, and Distinguished Cybersecurity Expert with a remarkable three-decade journey transforming the cybersecurity and information technology for global brands

His recent role was Global Chief Information Security Officer and Business Head of the Cybersecurity Service Line at Infosys Ltd. He was previously associated with reputed organizations: HDFC Bank, Standard Chartered Bank & PWC.



MR. ASHISH PRADHAN
CHIEF TECHNOLOGY OFFICER



DR. LALIT MOHAN
CHIEF PRODUCT OFFICER



MR. ANKIT MAHESHWARI
CHIEF FINANCIAL OFFICER



MR. K. VENKATESWARAN
SENIOR VICE PRESIDENT -
ENTERPRISE SALES



MS. ANUPAMA KATKAR
CHIEF OF OPERATIONAL
EXCELLENCE



MR. DEEPAK MISHRA
HEAD, RETAIL SALES



MR. SUDHANSHU TRIPATHI
CHIEF MARKETING OFFICER



MR. AJIT ZANJAD
VICE PRESIDENT AND HEAD OF
DELIVERY



MS. SWAPNA SANGARI
VICE PRESIDENT, HUMAN
RESOURCES



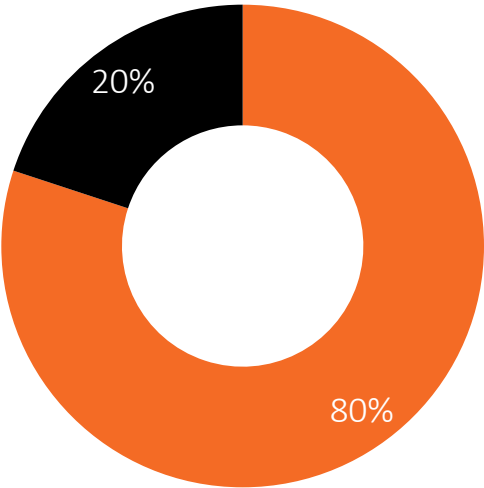
MR. ASHISH KADAM
DIRECTOR, GOVERNMENT BUSINESS



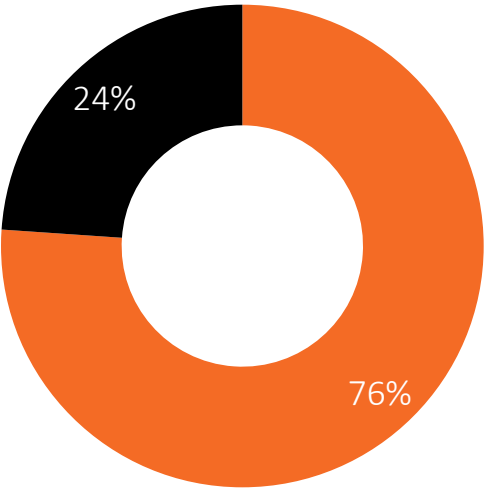
Business Momentum



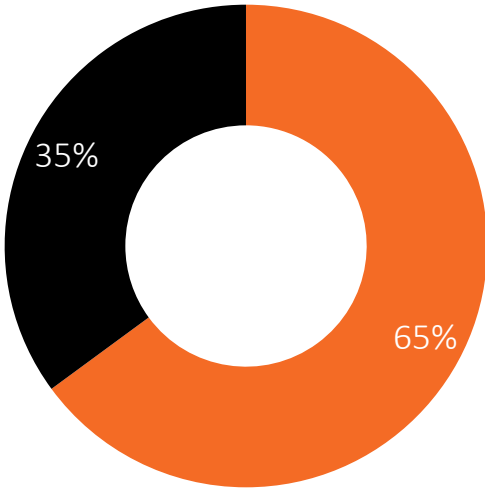
Deconstructing Current Business



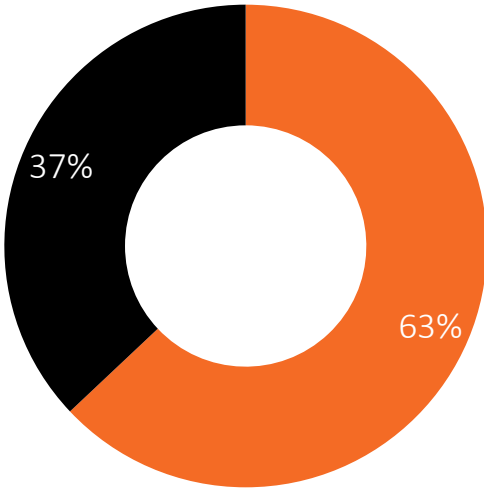
FY 2021



FY 2022



FY 2023



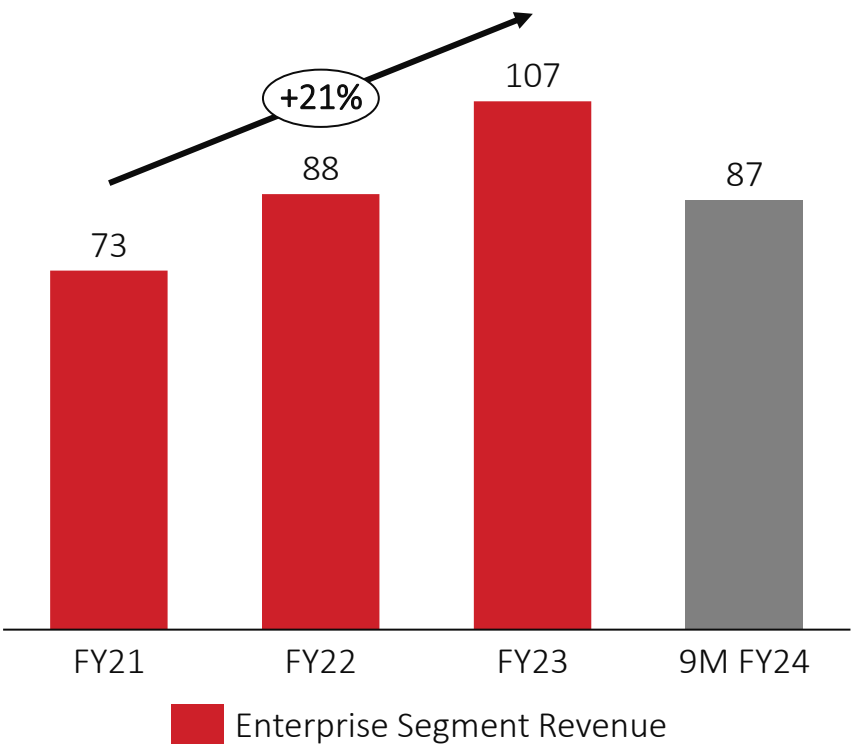
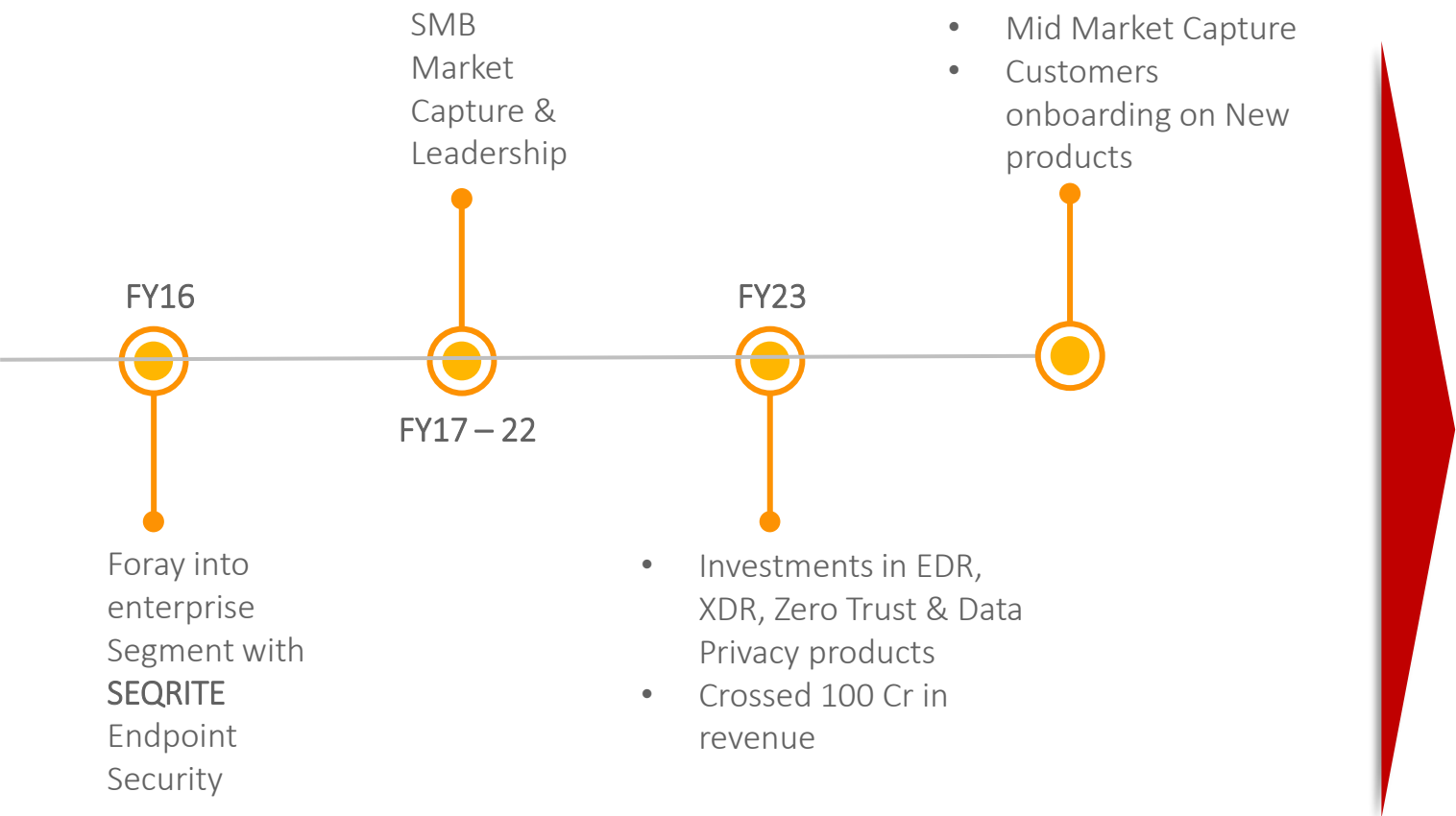
9M FY 2024

Consumer Enterprise

Business mix continues to evolve as we pivot gradually to a holistic cybersecurity player protecting the consumers as well as enterprises



SEQRITE: Self Funded Cybersecurity Startup



Industry growing at a CAGR of 11%

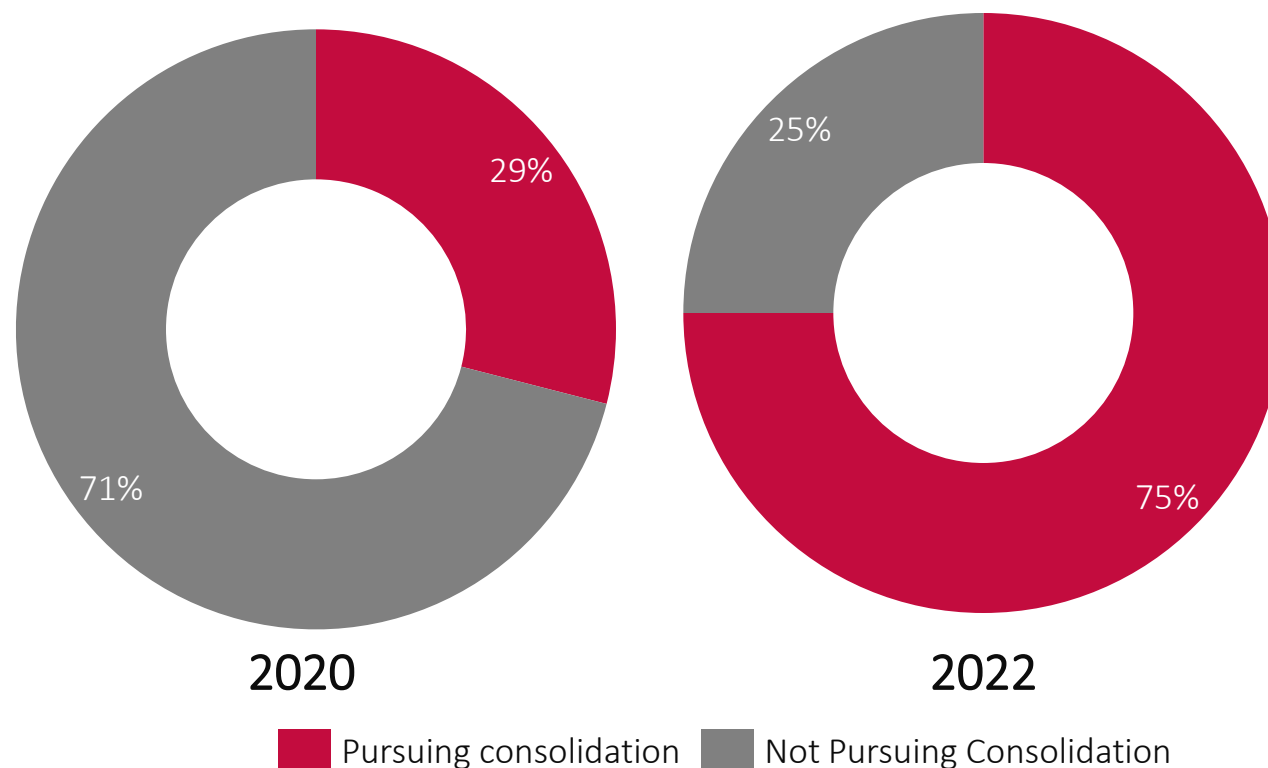


Solving The Big Challenge

45+

*Average number of tools used by
Enterprises*

Organizations pursuing Security Vendor Consolidation

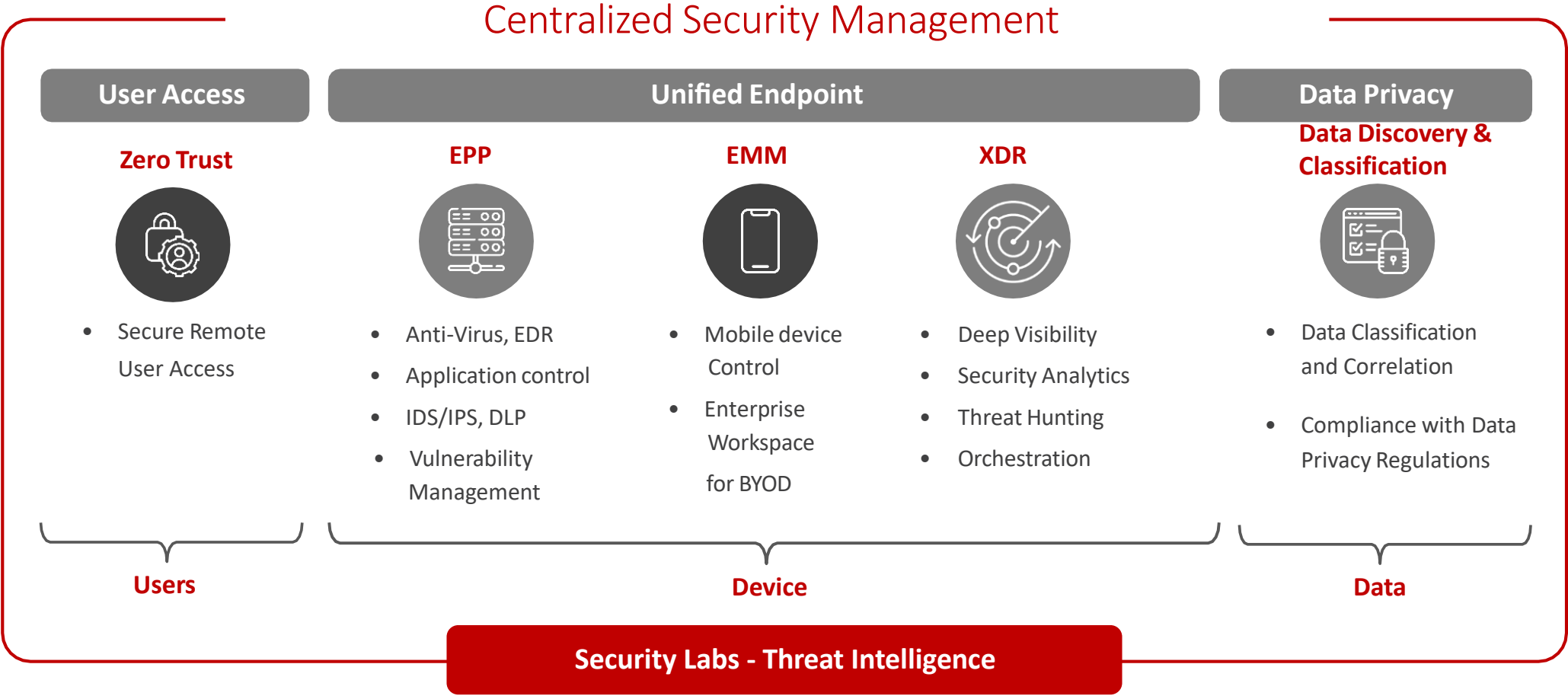


India's only full-stack enterprise cybersecurity platform provider, to offer integrated, modular, scalable, sentient and easy-to-deploy & operate solutions

Source: Gartner & Company estimates



Through Integrated Cybersecurity Solution





Seqrite launches first India Cyber Threat Report in partnership with DSCI

Threat Report launched by Shri S. Krishnan, Secretary, MeitY



Key Highlights

- **400 Million+** detections over **~9 million** Endpoints
- Average **761** Detections per minute
- Ransomware: **1 security incident per 650** detections
- **One incident per 38000 detections** for other malwares
- Trojans and Infectors were highest contributors to the attack spectrum
- Ransomwares and Cryptominers were other major miscreants
- **Over 50%** detections are over removable media and network drives
- **~25%** attacks resulted from clicking malicious links in emails and websites
- Industry: Automobile Industry had maximum detections followed by Govt & Education sectors
- **Average ~3 attacks** per month per Android device; observed over 500 k devices



Industry events as an avenue to establish the brand Seqrite

At AISS 2023



- Seqrite, a Security Platform Partner of AISS 2023
- Company's participation at two panel discussions
- 1000 industry attendees at AISS 2023

ETCISO Data Protection & Privacy Summit



- Seqrite Gold Sponsor of ET Data Privacy Summit
- Company's Keynote at the Event and panel discussion
- 300+ key attendees

COCON Security and Hacking Conference



- Seqrite Gold Sponsor of COCON 2023
- 1000+ attendees
- Company's exclusive session with 100 law enforcement personnel and panel discussion with CISOs

ISMG Cybersecurity Summit - Mumbai



- Seqrite Silver Sponsor of ISMG 2023
- 400+ attendees
- Company's keynote on Simplifying Cybersecurity and panel discussion on Data Privacy

Seqrite Sponsors DSCI Cybersecurity Awareness Month



- Seqrite partnered with DSCI for a month-long Cybersecurity Awareness
- Company's participation in a panel discussion during the opening ceremony at BSE



Strengthening the Team



Dr. Lalit Mohan
Chief Product Officer

With over 25 years of rich experience in IT & Cybersecurity Industry, Dr. Lalit Mohan will be responsible for Product Management. Prior to joining Quick Heal, Dr Lalit has held key roles in reputed organizations like Infosys and Wells Fargo.

Dr. Lalit holds a Ph.D. in Computer Science and Engineering from IIT-Hyderabad, specializing in Threat Intelligence.



Mr. Ajit Zanjad
VP and Head of Delivery

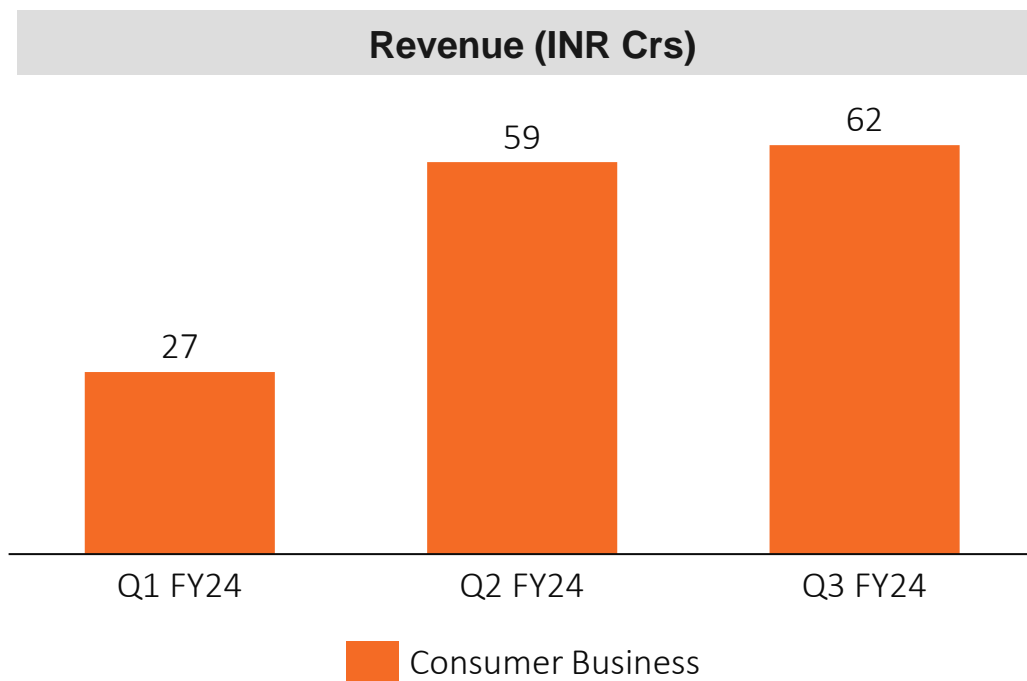
Ajit has extensive 19+ years of experience across domains like Cloud Security, Infra & Network Security, IAM, GRC, UVM, Database Security, Regulatory etc in key organizations like Infosys, IBM, PwC and Hitachi Systems.

Ajit as Head of Delivery would oversee critical functions such as Pre-sales, Professional Services, Managed Security Services, Tech Support and Academy.



Market Leaders: Indian Consumer Anti Virus Business

- Over 28 years into existence
- Market leadership with over 30% in the Indian market
- Robust Sales & Distribution network in India



Current Scenario:

- Current penetration of paid AV in the country 20-25%, while the same in developed geos like US is ~50%.
- Headwinds visible in the segment since H2 FY23 which is easing out gradually

Our Approach:

- Focusing towards maintaining our market share
- Drive consumer awareness in the geography in cybersecurity specific domain



AV Labs Poland Certifies QH as one of the safest

Product	Special Module for Banking Protection	Hijacking Clipboard	Swapping Clipboard	Logging keystrokes	Capturing screenshots	Detecting Remote Connection	Detecting Data Theft from Drive
AVAST Free Antivirus	Avast Secure Browser & Bank Mode	✓	✓	✓	✓	✓	✓
BITEDEFENDER Total Security	Bitdefender Safepay	✗	✗	✓	✓	✗	✗
F-SECURE Total	Secure Browsing & Banking Protection	✓	✓	✓	✓	✓	✓
MICROSOFT Defender	Application Guard	✓	✓	✗	✗	✗	✗
MICROSOFT Defender	Windows Sandbox	✓	✓	✗	✗	✗	✗
MKS_VIR Internet Security	Safe Browser	✓	✓	✓	✓	✓	✓
QUICK HEAL Total Security	Safe Browser + Safe Banking	✓	✓	✓	✓	✓	✓
XCITIUM (Comodo) Internet Security Pro	Secure Shopping	✓	✓	✓	✓	✓	✓

Competitive edge:

- Quick Heal is certified as one of the safest for browsing & banking by AV Labs, Poland
- AV Labs tested Quick Heal on 6 parameters in a rigorous 4 step process and compared against 8 prominent competition





MoU with IIM Nagpur for Cybersecurity Research



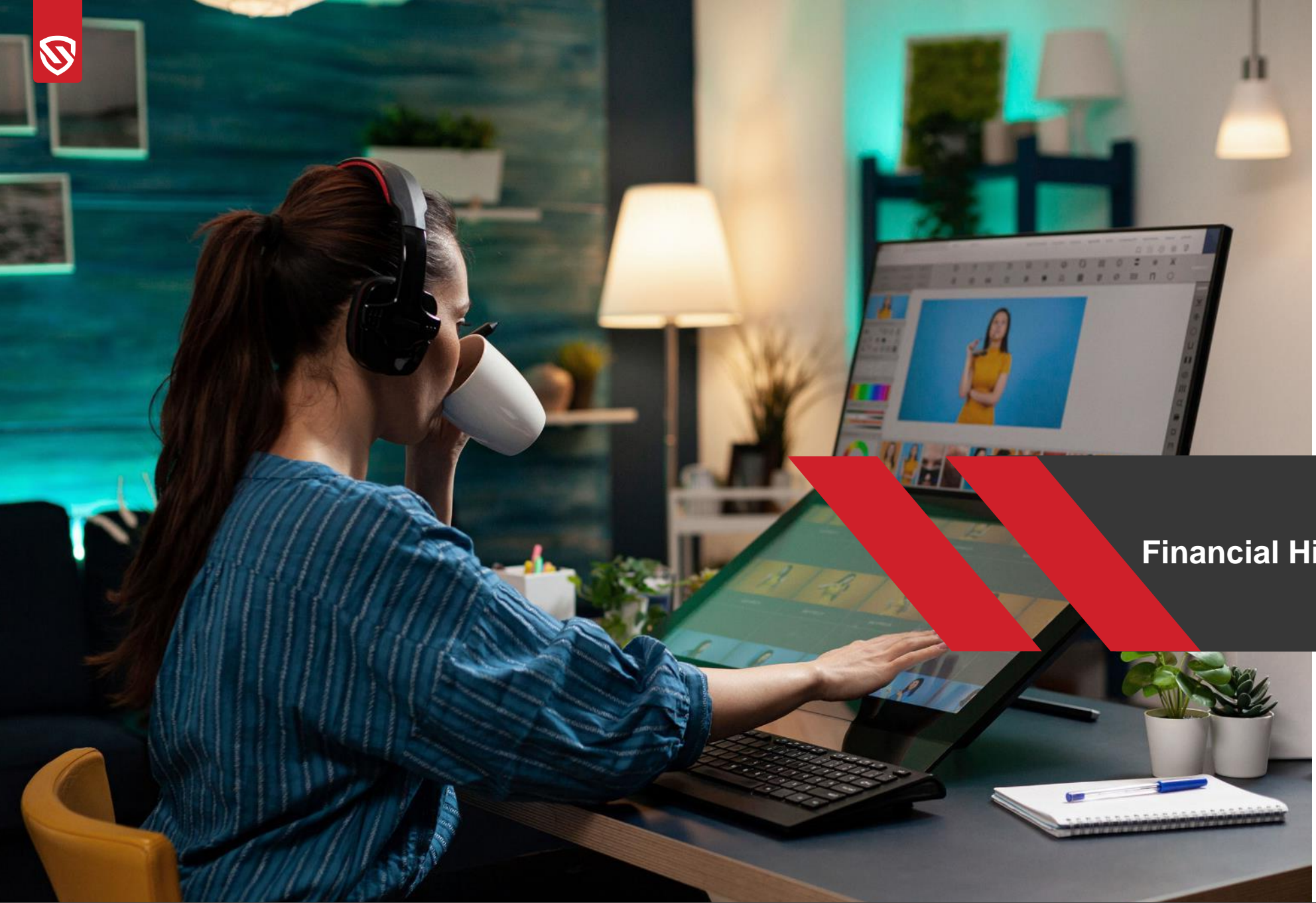
Quick Heal



IIM NAGPUR



Signed an MoU with IIM Nagpur for deep cybersecurity joint research



Financial Highlights



Financial Highlights (Q3 FY24)

Revenue

₹ **81.9** Cr 

Increased 5% QoQ

EBITDA

₹ **11.6** Cr 

Increased 6% QoQ

PAT

₹ **10.1** Cr 

Decreased 22% QoQ

Diluted EPS

₹ **1.9** 

Decreased 23% QoQ

Consumer Revenue

₹ **62.0*** Cr 

Increased 5% QoQ

Enterprise Revenue

₹ **32.0*** Cr 

Increased 9% QoQ

* Based on gross revenues before adjusting for sales incentives

Quarterly Performance (Q3 FY24)

Quarter on Quarter

Q1 FY 24

Q2 FY 24

Q3 FY 24

Change

Year on Year

Q3 FY 23

Q3 FY 24

Change

REVENUE

51.4

78.4

81.9

↑ 5%

EXPENDITURE

66.5

67.4

70.3

↑ 4%

EBITDA

(15.1)

11.0

11.6

↑ 6%

EBITDA %

-29.3%

14.0%

14.2%

↑ 1%

PBT

(13.3)

13.4

12.5

↓ 7%

PBT %

-25.8%

17.1%

15.3%

↓ 11%

PAT

(12.8)

12.9

10.1

↓ 22%

PAT %

-24.8%

16.5%

12.3%

↓ 25%

66.8

81.9

↑ 23%

78.2

70.3

↓ 10%

(11.4)

11.6

↑ 202%

-17.0%

14.2%

↑ 183%

(12.1)

12.5

↑ 204%

-18.1%

15.3%

↑ 185%

(9.3)

10.1

↑ 208%

-13.9%

12.3%

↑ 188%



Consolidated P&L



PARTICULARS	Q1 FY 24	Q2 FY 24	Q3 FY 24
Total Revenue	51.4	78.4	81.9
Direct Cost	1.2	2.4	2.4
Gross Profit	50.2	76.0	79.6
Gross Margin	97.6%	97.0%	97.1%
Research and Development	31.6	33.0	34.8
Sales and Marketing	18.3	20.4	21.0
General Administration	15.4	11.7	12.2
Total Expenditure	65.3	65.0	67.9
EBITDA	(15.1)	11.0	11.6
EBITDA %	-29.3%	14.0%	14.2%
Depreciation	2.9	3.3	3.2
EBIT	(18.0)	7.7	8.4
Other Income	4.7	5.7	4.2
Profit Before Tax (PBT)	(13.3)	13.4	12.5
Tax	(0.5)	0.5	2.5
Profit After Tax (PAT)	(12.8)	12.9	10.1
PAT Margin	-24.8%	16.4%	12.3%

Note: Figures are regrouped/reclassified wherever necessary

All values are in INR Cr, unless otherwise stated



CSR Update: Q3



States: 6

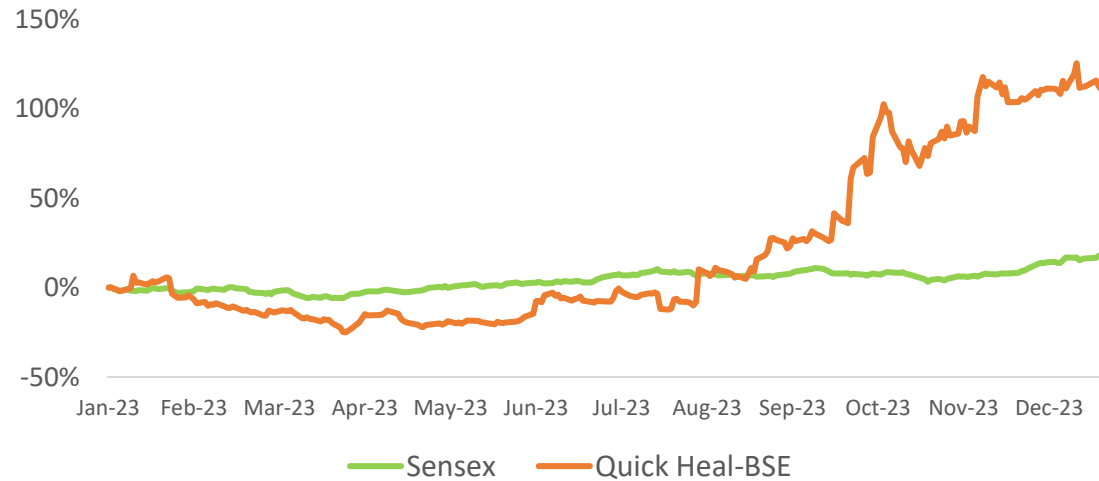
Number of volunteers involved: 1000+

People Reached: 7L+



Capital Market Data

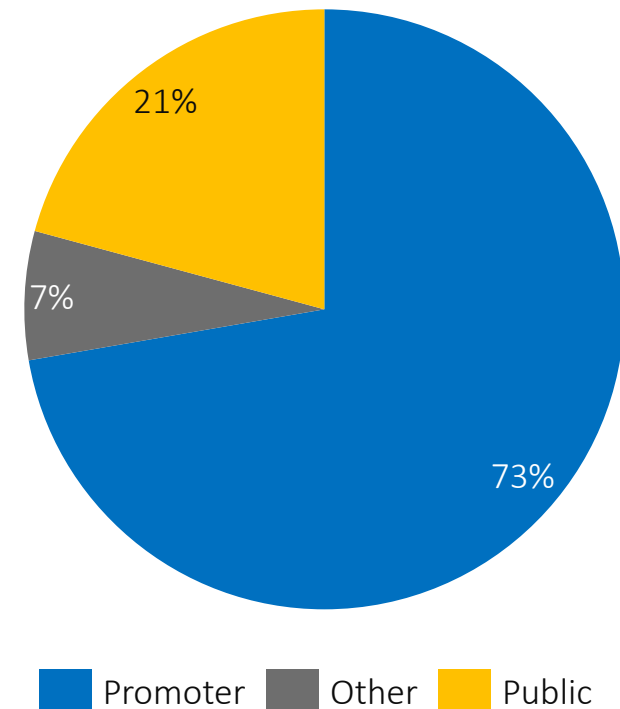
Stock Market Performance (as on 31st December, 2023)



Price Data (as of 31st December, 2023)

Face Value	10.00
Market Price	360.9
52 Week H/L	397.70/127.35
Market Cap (INR Mn)	19,237.58
Equity Shares Outstanding (Mn)	53.30
1 Year Avg. Trading Volume ('000)	315.65
1 Year Avg. Net Turnover (Mn)	85.26

Shareholding Pattern (as on 31st December, 2023)





SEQRITE

Quick Heal

Thank You

Simplifying Cybersecurity